

THE CO-OPERATIVE UNIVERSITY OF KENYA
FACULTY OF COOPERATIVES AND COMMUNITY DEVELOPMENT
DIPLOMA IN SOCIAL WORK AND COMMUNITY DEVELOPMENT
2019/2020 ACADEMIC YEAR
COURSE NAME: RESOURCE MOBILIZATION AND MANAGEMENT OF SELF-HELP GROUP
COURSE CODE: COCD 1109 **SUPPLEMENTARY EXAM**

INSTRUCTIONS

1. Answer **QUESTION ONE** (compulsory) and any other two questions of your choice.
2. Be practical and support your answers with examples.

QUESTION ONE

- a. Explain at least five types of donors you are likely to encounter in the process of fundraising (10 marks)
- b. Explain at least five principles of funding (10 marks)
- c. State at least five ways in which an organization can be able to convince donors to granting financial support to them (10marks)

QUESTION TWO

- a. List at least ten qualities of an effective fundraiser (10 marks)
- b. Discuss any five ways of evaluating fundraising activities (10 marks)

QUESTION THREE

- a. Outline five types of records kept by a community-based organization and their purpose (10 marks)
- b. Explain five reasons why financial reports are essential in a self-help group (10 marks)

QUESTION FOUR

- a. Explain the main categories of stakeholders involved in the process of writing a project proposal. (6 marks)
- b. What are some of the problems you are likely to encounter as a resource mobilizer when writing project proposals? (14 marks)

QUESTION FIVE

- a. Explain at least five reasons why it is important for a self-help group to have proper management of finances (10 marks)
- b. Discuss at least five reasons why a budget is essential in a self-help group (10 marks)